1Q 1999 Volume Sensitivity

March 1999	Projected	Downside	Diff
Base	17.6	17.6	0.0
Net Buydowns	0.8	0.6	-0.2
Product Promotion	1.9	1.9	0.0
McLane NWI	0.0	-0.4	-0.4
LIFO	0.0	-0.1	-0.1
PM-USA 3/99	20.3	19.6	-0.7
1Q '99	49.8	49.1	-0.7

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Source: https://www.industrydocuments.ucsf.edu/docs/sjnm0004